

QUARTERLY NEWSLETTER



WE CHANGE. IT'S NATURAL.

THE NEW CLEAN AND CONSCIOUS BEAUTY EXPERIENCE



DENNIS KATAWCZIK President, Framesi NA

Welcome Fall! We are already feeling the chill in the air reminding us that Winter will be here before you know it. A far cry from the warm beaches and the graciously warm reception we received after framesi North America's onstage showcase,

exhibiting our take on Italian Style at framesi International Congress 2023. A hearty thank you to the framesi Family that made the trip with us to the Greek isle of Rhodes, especially the stylists that, in my opinion, stole the show Night 1 of Congress. It was so nice reconnecting with all of you and we can't wait to share everything we learned.

As I sat on the beach in Greece, marveling at the beauty of the Mediterranean shoreline, I took a moment to reflect on how blessed I was to be witnessing Earth in her natural glory. That blessed feeling was suddenly interlaced with one of unease. I couldn't help but be reminded that our actions have left a footprint on the very planet that sustains us and we need to forge a path towards a greener, more sustainable future. I also wondered, are we leaving behind a world that's stable and nurturing for the generations to come? Will my granddaughter be able to stand on the same beach that I am now?

It's a heavy burden to bear, fostering a habitable Earth. We choose to see it as a call to action. Framesi has always been synonymous with the highest standards of performance and quality. Now, MORPHOSIS SCALP AND HAIR TREATMENT LINE is here, a testament to our unwavering dedication to clean and conscious beauty ideals. It's fitting that my thoughts turned to MORPHOSIS on that beach. Morphosis Scalp and Hair Treatment lines are formulated with up to 98% natural ingredients. We have prudently sourced those ingredients from local communities, harnessing the riches of

the Mediterranean Sea. This not only supports sustainable agriculture but also ensures the highest quality, freshest botanicals find their way into MORPHOSIS treatments. MORPHOSIS is vegan, gluten free, SLES and SLS free, paraben free and synthetic color free.

Our commitment to sustainability extends beyond the product inside the bottle.

Every aspect adheres to certified sustainable processes. MORPHOSIS packaging is made from as much Post Consumer Recycled plastic (PCR) as possible and is fully recyclable tself. MORPHOSIS communication materials are printed only when necessary on paper from sustainably-managed, deforestation-free forests certified by the Forest Stewardship Council.

The formulations are created using as many cold processes as possible, meaning their manufacture is energy and water efficient while enhancing potency, ensuring each application delivers the full spectrum of benefits directly to your scalp and hair. This is BEAUTY in its most authentic, unadulterated form.

Yes, responsibility to the Earth is only one side of the clean beauty equation. We also have a responsibility to ourselves, to treat our bodies with respect. MORPHOSIS formulations are technologically advanced, ensuring that they surpass the highest performance standards, giving hair the greatest functional and cosmetic results with reduced environmental impact.

In an era where the choices we make resonate deeply, we stand committed to a vision of beauty that is both pure and purposeful. The idea that when you look good, you feel good has been a pillar of our industry since the beginning. Using MORPHOSIS, not only can you feel confident in your appearance, you can feel confident in your choices. Clean and conscious beauty is not a trend. We just can't afford to let our commitment to these shared ideals decline. Just as we care for ourselves year-round, environmental responsibility has no season. We look forward to our journey together towards a more conscious, beautiful you.



framesiprofessional.com/elite



NEW

MORPHOSIS

HAIR TREATMENT LINE

A CLEAN & CONSCIOUS BEAUTY EXPERIENCE SCALP AND HAIR TREATMENT LINE



SENSITIVE, DRY OR IRRITATED SCALP?



MORPHOSIS
DENSIFYING

THINNING HAIR AND SENSITIVE SCALP?



MORPHOSIS REINFORCING

THINNING
HAIR AND
OILY SCALP?



MORPHOSIS
RESTRUCTURE

EXTREMELY
DAMAGED HAIR
THAT BREAKS?



MORPHOSIS
ULTIMATE CARE
HAIR THAT IS
FRIZZY AND
LIFELESS?



MORPHOSIS
REPAIR

DRY, DULL AND
DAMAGED
HAIR?



Still the symbol of science meeting nature, now MORPHOSIS gives hair the greatest FUNCTIONAL and COSMETIC RESULTS WITH REDUCED ENVIRONMENTAL IMPACT.

· Locally-sourced ingredients

MORPHOSIS

BALANCE

- · A technology that preserves the bio-availability of key ingredients
- Recyclable packaging and communication materials from sustainable certified processes











VEGAN

GLUTEN FREE

SLES & SLS FREE

PARABEN FREE

SYNTHETIC COLOR FREE

WE CHANGE. IT'S NATURAL.







MORPHOSIS HAIR TREATMENT LINE

THE UNIQUE PROFESSIONAL IN-SALON SERVICE
THAT KEEPS YOUR CLIENT COMING BACK







RE STRU CTURE

Revitalising shampoo

LE LE

1000 ml e 33,8 fl.oz.



RE STRU CTURE Express filler

2

1000 ml @ 33,8 fl.oz.



MORPHOSIS HAIR TREATMENT LINE



RE STRU CTURE

Precious fluid

3

1000 ml @33,8 fl.oz.

⊕framesi

Enriched with Fermented Rice Extract, Hyaluronic Acid, Plant-based Peptides, Vitamin E and Phyto-collagen, MORPHOSIS Restructure ensures:

8%

bouncier hair"

64%

stonger hair

37%

more manageable hair

INSTANTLY REGENERATED HAIR

HAIR BOTOX

The Mane Makeover

Revitalize your hair with our total hair reconstruction treatment



Ideal Client:

Someone with overlightened hair, repeated chemical services, and extreme damage & breakage.

Results:

Revitalize your hair with our total hair reconstruction treatment, specially crafted for extreme damage and breakage. Luxuriously nourishing, it delivers a "plumping" effect, regenerating every part of your hair for visibly stronger, more manageable, and voluminous locks that shine like never before. Experience instant reconstruction after the first application and bid farewell to hair troubles as you embrace a stunning, revitalized mane. Unlock your hair's ultimate potential with this transformative treatment!





Components:

RESTRUCTURE Revitalising Shampoo 1,
RESTRUCTURE Express Filler 2, RESTRUCTURE Precious Fluid 3.

Instructions:

Step 1 - RESTRUCTURE Revitalising Shampoo 1:

Pour 3-4 pumps- (10-15ml) in hands, lather into the hair, and rinse and repeat as necessary. Towel dry hair to prepare for Step 2.

Step 2 - RESTRUCTURE Express Filler 2:

Pour 4–5 pumps– (15–20) ml into hands and apply to the hair, working from root to ends, massaging for a few minutes. It can also be poured into a bowl and applied with a brush, taking large sections. Comb through hair with MORPHOSIS wide tooth comb to spread product uniformly and help ingredients penetrate. Process for 15–20 minutes under a source of heat. Do not cover hair with a plastic cap. Rinse well and towel dry hair, preparing for Step 3.

Step 3 - RESTRUCTURE Precious Fluid 3:

Spread 4–5 pumps- (15–20 ml) on hair and massage carefully. Comb through hair with a MORPHOSIS wide tooth comb to spread product uniformly. Leave on hair for at least 5 minutes. Rinse well and proceed with styling. Suggest MORPHOSIS RESTRUCTURE maintenance products for home use.

At Home Maintenance:

Maintain at home with the MORPHOSIS RESTRUCTURE Shampoo, Conditioner, Hair Beauty Elixir, and Leave-in Conditioner.





Signs your client in your chair might need a deep conditioning treatment:

There are several signs that indicate your client might benefit from a deep conditioning treatment for their hair. Here are some common indicators to look out for:

Dry and brittle hair

If your client's hair appears dull, lacks moisture, and feels rough to the touch, it could be a sign of dryness. Deep conditioning treatments can help restore moisture and improve the overall texture of the hair.

Split ends

Split ends occur when the hair shaft becomes damaged and splits into two or more strands. If your client has a significant number of split ends, it may be an indication that their hair is in need of some extra care. Deep conditioning treatments can help reduce split ends and prevent further damage.

Frizz and flyaways

Excessive frizz and flyaways can be a sign of damaged or dehydrated hair. Deep conditioning treatments can help tame frizz, smooth the hair cuticle, and restore moisture, resulting in more manageable hair.

Dull or lackluster hair

If your client's hair looks lackluster, lacks shine, and appears lifeless, it might be a sign that it needs a boost of hydration and nourishment. Deep conditioning treatments can help revive the hair's natural shine and vitality.

Color-treated or chemically processed hair

Hair that has undergone coloring, perming, straightening, or other chemical treatments tends to be more prone to damage and dryness. Deep conditioning treatments can help repair and strengthen chemically processed hair, keeping it healthy and vibrant.

Heat or styling tool damage

Regular use of heat styling tools such as flat irons, curling irons, or blow dryers can cause damage to the hair. If your client frequently uses these tools and their hair shows signs of dryness, breakage, or a lack of elasticity, a deep conditioning treatment can help restore moisture and repair the damage.

Remember to assess your client's hair condition and consult with them to determine the best course of action. A deep conditioning treatment can often provide the necessary nourishment and repair to improve the overall health and appearance of their hair.



THE PEOPLE HAVE SPOKEN!

Framesi Nominated for Readers' Choice Awards

Framesi was honored to receive 19 nominations for the 2023 Beauty Launchpad Readers' Choice Awards.

"As the leading source for professionals in the hair industry, it was important for us to recognize product excellence in this industry," Beauty Launchpad said in an article. "Because it's so imperative that professionals have the BEST products and tools at their disposal to give their clients beautiful hairstyles and color creations."

Industry professionals cast online ballots for the awards from August 2nd to September 3rd. Winners will be announced in November on Instagram Live, BeautyLaunchpad.com and in the November/December 2023 issue of the publication.

Framesi previously won two Beauty Launchpad Readers' Choice Awards in 2019: Best New Launch (Haircolor) and Best Permanent Haircolor for FRAMCOLOR 2001 INTENSE.







Six elite framesi Italian Style Team and Design Group Members will represent, on platform, framesi North America at framesi International Congress 2023 in Rhodes, Greece.





Let's get to know the members of framesi North America Team Greece!

How long have you been using framesi?
Since 1985. Framesi Silis Silk Smoothing
System was my first introduction to framesi.
What framesi product can you not live without?
Framesi Straightening System and Framesi
Smoothing System

What are you looking forward to at International Congress?

The opportunity to show our creative strength as a culture, a country, and a team. The network of international professionals that attend and perform.

Besides International Congress, what about Greece are you looking forward to the most? Greece itself! "The People of the Country and the Sea" as they call it.



Lanette Dwyer
Creative Director



Xena Parsons

Design Group Membel

How long have you been using framesi? 40 years

What framesi product can you not live without? FRAMESI COLOR LOVER Primer 11 Leave-in Conditioner

What are you looking forward to at International Congress?

Looking forward to meeting hairstylists from all over the world and seeing this season's hair and clothing fashions.

Besides International Congress, what about Greece are you looking forward to the most?

Looking forward to the archaeological ruins and a real Greek salad!

How long have you been using framesi? **17 years**

What framesi product can you not live without?

DECOLOR B INFINITY+

What are you looking forward to at International Congress?

Being inspired and spending a few days with our framesi family.

Besides International Congress, what about Greece are you looking forward to the most? **Exploring the history and culture.**



Jeremy Abraham
Design Group Member



Tina Brown Design Group Membe

How long have you been using framesi? **20 years**

What framesi product can you not live without? FRAMESI Color Lover Curl Pudding

What are you looking forward to at International Congress?

I am looking forward to meeting people from all over that share the same love of framesi. Besides International Congress, what about Greece are you looking forward to the most? I am looking forward to the food in Greece.

How long have you been using framesi? **Almost 10 years**.

What framesi product can you not live without?

FRAMESI COLOR LOVER Primer 11 and Framcolor Eclectic 9CT

What are you looking forward to at International Congress?

The overall experience of working the Congress and seeing the backstage hustle.

Besides International Congress, what about Greece are you looking forward to the most? The history!!!



Sarah Scaccia



Anthony Jefferson
Italian Style Team

How long have you been using framesi? Since 1991

What framesi product can you not live without?
FRAMESI COLOR LOVER Moisture Rich Masque,
Primer 11, MORPHOSIS Sublimis Oil Pure,
BARBER GEN Opaque Pomade.

What are you looking forward to at International Congress?

I'm looking forward to sharing a small piece of "my world" with the International Congress and experiencing the techniques of our Italian Style teammates.

Besides International Congress, what about Greece are you looking forward to the most?

This is my first trip to Europe. I'm excited to meet the people, experience the culture and eat the food.

They'll be presenting on stage, to an international audience, framesi North America's creative take on Italian Style.
#FramesiInternationalCongress2023







John is the owner of The John Vella Salon (Cranberry & Ross Park Mall)

John Vella visits framesi

John is a celebrity stylist and long time platform artist & global trainer.

Has been using Framesi since 2018, Framcolor Glamour, 2001 INTENSE, Eclectic, DecolorB Infinity+ .

Following a trip to Cosmoprof Bologna & then to Milan, John was thrilled to visit and tour the Corporate offices of Framesi Milan and was introduced to Morphosis Clean Beauty by Fabio Franchina.

Upon returning to the U.S., John wanted to also visit Framesi NA in Leetsdale to further his education on the brand and to meet Dennis Katawczik and those in the office.

John brings a vast experience with European treatments and prescriptive hair care. He was able to share his knowledge from a salon owner's perspective and how he markets these treatments for his esteemed clientele.





framesi GIVES BACK

We'd like to extend our deepest sympathies to everyone affected by the tragic wildfires in Hawaii.

On August 14th, framesi generously donated more than 400 bottles of shampoo and conditioner to assist those who have been displaced and are in urgent need.

A special shoutout goes to our very own Yvette, a local educator, who took the lead in organizing and overseeing the successful distribution of these essential items.

While we recognize that this is but a modest contribution amidst the overwhelming challenges, we sincerely hope it brings some relief as the community navigates the path to recovery.

SEASONAL STYLING





Boom! Go BIG and Go OUT!

Elevate your hair with **FRAMESI COLOR LOVER BLOW IT BIG** volumizing blow dry cream. Height without weight and an extreme yet natural tossable hold.

BLOW IT BIG

- Apply FRAMESI COLOR LOVER VOLUME BOOST SHAMPOO to wet hair. Massage into a luxuriant lather. Rinse thoroughly and repeat if necessary.
- Follow with FRAMESI COLOR LOVER VOLUME BOOST CONDITIONER. Leave in 2-3 minutes, then rinse thoroughly.
- 3. Apply the desired amount of **FRAMESI COLOR LOVER BLOW IT BIG** onto palms and work through damp hair. Blow dry hair.
- 4. Spray FRAMESI COLOR LOVER DESIGN FIX & FLEX HAIRSPRAY 8-12 inches from dry hair. Apply spray to each section of hair before using a curling iron for additional style memory. Layer for increased control and hold.



RAISE THE ROOTS

Step By Step:

- FRAMCOLOR 2001 INTENSE 7.024
 (Medium Brown Moka) 20cc/0.7
 oz and 8.024 (Light Blonde
 Moka) 10cc/0.35 oz with FRAMESI
 PROFESSIONAL ACTIVATOR 20 vol.
 1:2 lightly feathered some pieces
 down for a lowlight effect.
- Lauren also used COLOR LOVER
 VOLUME BOOST shampoo and
 conditioner. Styled with FRAMESI
 COLOR LOVER BLOW IT BIG and
 RAISE THE ROOTS on the crown,
 along with BY FRAMESI MIST HAIR
 SPRAY LIGHT.





framesi MILAN

elite did you know?

Did you know... your unused points

ALWAYS rollover and **NEVER** expire?*

Did you know ...

your purchases from authorized framesi distributors (stores, sales consultants, etc.) and direct framesi purchases are combined to total your quarterly purchases, which determine your elite points?

Did you know ...

The elite Support Line (1.800.214.0618) is available **EXCLUSIVELY** for your product and application questions?

all in this together

you have always been here for us, and we are here because of you.

NEW! 10 PACK FRAMESI RETAIL BAGS

send your guests home in style with NEW framesi retail bags!



elite questions?

email us at elite@framesi-na.com or call 1.800.321.9648, option 6

* framesi NA reserves the right to modify or discontinue this program anytime.

EXAMPLE

elite Acct#: ABC-12345

Salon Framesi - Leetsdale, PA 15056

TOTAL POINTS AVAILABLE: 1634

elite Level: Diamond

Form #: 1057

1 framesi elite point = \$1

Did you know you are given a reward level based on your quarterly purchases?

Take a look at the top left corner or your **elite** order form to check your current **elite** level! Are you Blue Diamond, Diamond, Sapphire, Emerald, Pearl, or Ruby?

elite	ELITE REWARDS LEVELS					
framesi <mark>MILAN</mark>	RUBY	PEARL	EMERALD	SAPPHIRE	DIAMOND	BLUE DIAMOND
QUARTERLY FRAMESI PURCHASES	\$500 - \$999	\$1000 - \$1,999	\$2,000 - \$3,499	\$3,500 - \$4,999	\$5,000 - \$9,999	\$10,000+
EARNINGS \$ / % OF TOTAL QUALIFIED PURCHASES	\$55	6%	8%	12%	15%	20%
EARN POINTS FOR EVERY DOLLAR	55 Points	60 - 120 Points	160 - 280 Points	420 - 600 Points	750 - 1,500 Points	2,000+ Points
WELCOME OFFER	EXCLUSIVE ONE-TIME WELCOME KIT UPON ENTRY					
PAY WITH POINTS‡	1 POINT = \$1 REDEEMABLE FOR PRODUCT, EDUCATION & TOOLS AT SALON COST †points not redeemable for cash					
SEASONAL HAIR / MAKEUP PROPOSALS FROM MILAN, ITALY	•	•	•	•	0	•
NEW PRODUCT PREVIEW	•		•	•		
EXCLUSIVE ELITE-ONLY HOTLINE			•			
COMPLIMENTARY DIGITAL EDUCATION / NEW PRODUCT UPDATE EDUCATION	•		•		(4)	
SURPRISE NATIONAL HOLIDAY OFFERS	_	_	•	•	(4)	
FREE SAMPLING OF NEW PRODUCTS	-	_	_	•	(4)	•
COMPLIMENTARY DIGITAL HANDS-ON EDUCATION	_	_	_	•	(4)	•
TEST NEW PRODUCTS BEFORE THEY GO TO MARKET	_	-	-		-	•

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THREE WAYS TO REDEEM POINTS!

1. Email 2. Fax 3. Mail

Email clear and readable pictures or scans of your order form to:

elite@framesi-na.com

Fax your order form to:

412.264.5696

Mail WHITE COPY only of your order form to:

Framesi NA Attn: elite 17 Avenue A

Leetsdale, PA 15056

let's get social!





Cowboy Copper

On grown-out highlights: **FRAMCOLOR 2001** 10cc 6SD (Dark Golden) + 5cc 6TRP (Titian Red) + 10cc 6G (Dark Blonde Glace) with **FRAMESI PROFESSIONAL ACTIVATOR 10 vol.** at the regrowth.

Ends: Equal parts 6SD + 6TRP + 6G with **FRAMESI PROFESSIONAL ACTIVATOR 10 vol.**

Cherry Wine

Full foil with thicker weaves using **DECOLOR B DIAMOND** and **FRAMESI PROFESSIONAL ACTIVATOR 20 vol.**

The Melt: **FRAMCOLOR 2001 INTENSE** 5.066 (Extreme Light Violet) + 5.055 (Deep Dark Red) with "a splash" of FRAMCOLOR Eclectic 4IN (Medium Chestnut Intense Natural) with **FRAMESI PROFESSIONAL ACTIVATOR 10 vol.** on the roots. Same formula on the ends without the 4IN.





#framesiusa #framesi #framesielite #framesifam #framesiquality #framesifast #framcolor



Rich Chocolate

Stylist has been maintaining a warm, rich brown with a **FRAMCOLOR Eclectic** 5HCE (Light Hazel Chocolate) and **FRAMESI PROFESSIONAL ACTIVATOR 15 vol.** gloss over her natural for a few appointments.

Made the chocolate a bit richer this time with a root smudge about 2 inches down her regrowth with FRAMCOLOR Eclectic 4IN (Medium Chestnut Intense Natural) + 4HCE (Medium Hazel Chocolate) and FRAMESI PROFESSIONAL ACTIVATOR 10 vol. adding lowlights with the same #framesiFormula and FRAMESI PROFESSIONAL ACTIVATOR 15 vol.

connect with framesi on social media!

CONNECT

with framesi, fellow stylists, and salon guests!

SHARE

photos of your creations for a chance to be reposted!

INSPIRE

others and gain inspiration for your next style!

improve your chances!

sharing your looks, but not getting noticed?

our checklist





November/December 2023 Promotions

FRAMESI COLOR LOVER

Introducing our Limited Edition Holiday Duos, exclusively crafted to turn your hair goals into reality this festive season!

16.9 fl. oz. 500ml banded duo

\$17.95 Duos

regular salon price \$25.90 - \$27.90 16.9 fl.oz./500ml banded duo









NEW

COLOR

\$8.94 Each

regular salon price \$12.95 ea.

16.9 fl.oz./500ml sold individually



volume boost · moisture rich · dynamic blonde · diamond strong

smooth shine · curl define

· vegan · sulfate free · paraben free · gluten free · dea free · sodium chloride free

framesiprofessional.com

98015-000

technical assistance 1.800.245.6323



November/December 2023 Promotions





Haircare & Styling























All FRAMCOLOR 2001 INTENSE Tubes

Buv 3. Get 1

\$6.71 ea. reg. \$8.95





Black Friday - Last 2 Weeks

FRAMESI COLOR LOVER PRIMER 11 & PRIMER 11 INTENSE

> \$7.00 ea. reg. \$13.95

December only









\$18.87



framesiprofessional.com

980153-000

technical assistance 1.800.245.6323



you've got questions. FRAMESI HAS RESOURCES FOR STYLISTS

TESTIMONIAL VIDEOS

framesiprofessional.com/ videos/

see firsthand why stylists love framesi & get helpful tips and inspiration from our top stylists

RESOURCE CENTER

framesiprofessional.com/ resource-center/

get access to key framesi technical information for quick, easy application instructions and professional direction

EDUCATION PAGE

framesiprofessional.com/ classes/

available for all framesi color lines & higher education classes, find the perfect education option for you and your salon!



framesiusa



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youtube.com/FramesiNorthAmerica



framesiprofessional.com



SCAN USING YOUR PHONE CAMERA!

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